

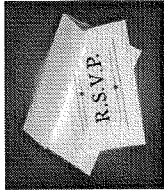
**V.A.L.U.E. IN LOCAL GOVERNMENT**  
Cooperative Purchasing Program  
Of Southeastern Wisconsin

[www.value4gov.org](http://www.value4gov.org)

Volume Acquisition & Large Uniform Expenditures

FEBRUARY 2006

**SPECIAL INVITATION**



**YOU ARE INVITED TO THE V.A.L.U.E.  
ANNUAL MEETING**

The 16<sup>th</sup> annual meeting of the V.A.L.U.E. Cooperative Purchasing Program is coming up very quickly, Wednesday, March 29, 2006, to be held at Maggiano's Little Italy Restaurant located at Mayfair Mall in Wauwatosa.

V.A.L.U.E. is widely recognized for it's innovative, proven, cooperative purchasing contracts as well as for its leadership in nurturing dialogue and knowledge among the public purchasing professionals of Southeastern Wisconsin. Please join us as we discuss the value and benefits of our cooperative program, as well as some of the latest "Hot Topics" in public purchasing for this coming year.

At this meeting you will be given an in-depth report from our lead agents on all of the cost reducing V.A.L.U.E. bids. You will learn the bid procedures as well as how your agency can take advantage of their cost saving benefits. You will also have a chance to talk to several of our vendors directly to hear what is new in the fields in air filter technology, electronic recycling, hybrid automobiles and other alternative auto fuel options. We will also discuss the latest craze of implementing City/County-wide Wi-Fi systems and the formula on how to set-up a P-Card Program for your agency.

If this is not enough for you to attend this meeting, how about, an absolutely delicious Italian luncheon, including salads, chicken rigatoni, and the world's best lasagna, topped off with two fabulous desserts.

Registration forms are included within this newsletter. We look forward to meeting you at the annual V.A.L.U.E. meeting.

**This is one event you do not want to miss!**

Robert Barwick  
City of West Allis  
Chairperson-V.A.L.U.E. in Local Government



**WAUKESHA COUNTY CLEANS HOUSE  
FOR CASH**



After the Electronic Recycling contract was in place, Waukesha County contacted Cascade and worked with Neil Peters-Michaud and his staff to arrange for a pick-up in November 2005. Our predicament was that we needed a pick-up to occur at two separate locations. At one location we had 14,624 lbs of computer equipment on pallets and shrink-wrapped. The other location had 4,793 lbs of computer equipment that was "loose". This information was relayed to Cascade. They stated that they would send a semi-truck for the pallets and their own truck with carts for the "loose" items.

Their truck arrived, along with enough carts (11 each) to load all of the equipment. The driver and his assistant loaded all of the equipment. Then they went over to the other location and loaded the semi with 19 pallets. The driver and his assistant were very personable, professional and very hard working.

Waukesha County received the invoice for the recycling services, which totaled \$4,660.08. During our discussions with Cascade, Neil asked if we wanted a check for the rebate or to have it applied to the invoice. We chose to have the rebate applied to the invoice.

In January 2006, we were contacted by Neil and informed that based on their recycling effort, we would be receiving a rebate of \$7,239.52. This credit was applied to the above invoice and the County received the difference via check in the amount of \$2,579.44!!! Talk about trash turned to treasure! Along with the check we received all of the appropriate documentation, i.e., Certificate of Destruction Notice of Recycling Activity and Disposition report.

Waukesha County did not have a great deal of administrative involvement in the process; Cascade Asset Management handled everything from start to finish. Neil Peters-Michaud will be one of the presenters at the V.A.L.U.E. annual meeting to discuss his company and their processes in further detail. This is a wonderful opportunity to learn how recycling services can apply to your organization. It just goes to show - everyone can benefit from a little "spring cleaning"!

### V.A.L.U.E. Annual Meeting Agenda

Wednesday, March 29, 2006  
Maggiano's Restaurant  
2500 N. Mayfair Road  
Wauwatosa, WI 53226

8:00 a.m. **Registration**

8:30 a.m. **Welcome - Opening remarks**  
**Defining Cooperative Purchasing** –Robert Barwick, City of West Allis

8:45 a.m. **V.A.L.U.E. Annual Business Meeting**

- New Member Recognition and Participation Awards –Jean Kienzle, Elmbrook Schools
- Treasurer's Report –JoAnne Jacobson, Port Washington/ Saukville School District
- Vote on By-Law Changes
- Election of Treasurer
- Election of Chairperson

9:15 a.m. **Session I - V.A.L.U.E. Vendor Presentations**

#### **"Breathe In, Breathe Out – New Air Technology Concepts"**

Filteration Concepts – Insights into the latest air filtration technology

#### **Presented by: Mike Peronivc –Air Filtration**

Mike has over 18 years experience in the air filter business, is a certified member of the National Air Filtration Association and is a Certified Air Filtration Specialist.

#### **"Ride into the Future with the Jetsons– Learn about Hybrids"**

Future Hybrids & Alternative Fuel Options - Scott Kussov will not only talk about the benefits of participating in the V.A.L.U.E. bid, but will also discuss alternative fuel vehicles and hybrids

#### **Presented by: Scott Kussov –Ewald Automotive**

Scott is the Director of Commercial & Fleet Sales with Ewald Automotive, representing all the vehicle/truck manufacturers (Ford, Chevy/GM, Daimler-Chrysler). Scott has been in fleet sales for 20 years.

#### **"Get More for Your Money – Even When Purchasing Everyday Office Supplies!"**

Office Supply Contract/Corporate Express – Learn how to save big money on everyday office supplies and streamline your ordering process by using Eway (online ordering system).

#### **Presented by: Rick Buckley – Corporate Express**

Rick is the Corporate Express WI Division President; he has an extensive background in supply chain management through his experience of working with wholesalers, manufacturers and retailers.

#### **"Clean Up Old Computers for Cash"**

Electronic equipment recycling/Cascade Asset Management – Find out why it benefits you and your organization to responsibly dispose of old computers and electronics (environmental impacts, data security considerations, value recovery) and how you can make money by participating!

#### **Presented by: Neil Peters-Michaund – Cascade Asset Management**

Neil is an owner of Cascade Asset Management. He currently is co-chair of the International Association of Electronics Recyclers conference committee and an appointed member of the Wisconsin Legislative Council on Recycling.

10:30 a.m. **Break**

10:45 a.m.

#### **Session II - Understanding the V.A.L.U.E. Bid Process**

Learn V.A.L.U.E.'s bid process from a lead agency perspective – how a bid is put together to make it easy for your agency to participate in specification development, and how your early participation results in cost savings!

**Presented by Cindy Greco – Waukesha County**

11:00 a.m. **Session III - Bid Reports – A complete update of all V.A.L.U.E. bids by their lead agents.**

<u>Copy/ Computer Paper</u> .....	by Jean Kienzle, Elmbrook School District
<u>Stainless Steel Repair Clamps Crack Filler</u> .....	by Robert Barwick, City of West Allis
<u>Janitorial Paper Products Batteries</u>	
<u>Liquid Calcium Chloride and De-Icing Chemicals</u> .....	by Diane Knoll, Waukesha County
<u>HVAC Filters</u> .....	by Jason Cowan, Milwaukee Public Schools
<u>Squad Cars</u> .....	by Karen Bollinger, Waukesha County
<u>Sign Blanks</u> .....	by Michael Drzewiecki, City of Milwaukee
<u>Office Supplies</u>	
<u>Gasoline, Diesel &amp; Fuel Oils</u>	
<u>Ammunition</u>	
<u>Plow Blades</u>	
<u>Light Trucks/ Automobiles</u> .....	by Cindy Greco, Waukesha County
<u>Computer Recycling</u> .....	Larry Neitzel, Village of Brown Deer

11:15 a.m.

**Session IV - Wi-Fi Municipal Communications Networks**

**Presenter Rob Richardson is the Director of Information Systems for Racine County.** In that capacity Rob manages staff that supports all technology, print and mail services for all departments within the County government operation. Rob currently is charged with getting a public access wireless system implemented for Racine County as part of County Executive McReynolds Wireless Racine County Initiative. Rob's Department has also implemented a public safety wireless data network during the past few years. Rob will discuss the following topics:

- Why is wireless Internet and networking the big topic in both government and business?
- What is Racine County doing in the area of wireless?
- What are the issues involved in developing a wireless community?
- What is different from a County doing a project versus a single municipality?
- What is the impact on Purchasing folks?

12 noon

Networking Luncheon

1:00 p.m.

**Session V - Launching a Successful P-Card Program**  
**Laurie Dudley –Waukesha School District, and Diane Kelly – Racine County** lead an open forum discussion on the steps they underwent to develop and implement a purchasing card program for their agencies. Topics will include:

- How to Sell the Program to Upper Management.
- Administration and Control.
- Interface with the General Ledger.

1:30 p.m.

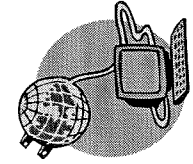
**Session VI - Common Interests**  
W.A.P.P. Update- What is the potential for joint WAPP/State/V.A.L.U.E. bids.

- How to Handle Fluctuating Markets on Your Bids- their impact on your bid prices, as well as after-ward.
- Examples of Vendor Performance Measurements.
- V.A.L.U.E. Bid Participation Obstacles.

2:30 p.m.

**Adjournment**

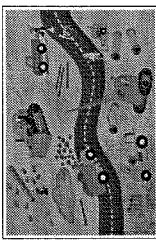
## BID CALENDAR UPDATES



### PROCUREMENT CARD (P-CARD) WEBINARS:

Are you interested in learning more about how a P-Card program can help you streamline the purchasing process? Are you interested in participating in V.A.L.U.E.'s contract with JP Morgan Chase (JPMC) for a P-Card program? Are you interested in how JPMC Smart Data OnLine (SDOL) program can help you manage your program, track purchasing information, create reports and much more? If you've answered to any of these questions, you should consider participating in a FREE webinar sponsored by JPMC on these topics. JPMC holds one webinar every Tuesday to discuss the basics and benefits of a P-Card program and on the next Tuesday, the benefits of SDOL; i.e. these are alternating sessions. For example, the topic for March 7<sup>th</sup> and March 21<sup>st</sup> are the basics/benefits of a program. For March 14<sup>th</sup> and March 28<sup>th</sup>, the benefits of SDOL will be discussed. This schedule continues monthly and the webinars are from 2:00 to 3:00 p.m. All you need is a computer and a telephone. An invite for these has been posted at the V.A.L.U.E. website in the 2006 member bid directory. Please note that the login information, etc. remains the same every month for each specific webinar, therefore, we will not post an updated invite monthly. If you are unsure of what topics will be discussed beyond the dates notes herein, feel free to contact Peter Pulos at 414-977-6605 or via email [peter.c.pulos@jpmchase.com](mailto:peter.c.pulos@jpmchase.com)

Cindy Greco  
Waukesha County



### RUBBERIZED CRACK SEALANT FOR ROAD REPAIRS

The bid opening for rubberized crack sealant was held on January 30, 2006. Once again the VALUE process of combining commodity needs saved all of us money. This years bid resulted in awards to two vendors: Sherwin Industries for the Crafcro products and Gerdau Ameristeel for the Right Pointe products. Please check out the VALUE web site for the Bid Award Announcement.

I would like to give a special thank-you to all the communities who sent me their commitments for this year. This years participants include the following cities and counties.

**Cities of** Brookfield, Green Bay, Greenfield, Franklin, Hartford, Oak Creek, Milwaukee, Sheboygan, Wauwatosa and West Allis.

**Counties of** Racine, Walworth, and Waukesha.

Combining our quantities save us all money.

Robert Barwick  
City of West Allis

### GETTING THE MOST OUT OF V.A.L.U.E.

If you are looking to advance yourself in the purchasing profession or you are pursuing a new purchasing job, joining the V.A.L.U.E. Planning Committee can do wonders for your resume. There are many opportunities for you to become involved in V.A.L.U.E., each giving you noted experience, which your prospective employers will not be able to overlook. Volunteering on a V.A.L.U.E. committee shows you are ambitious and enthusiastic about purchasing and also shows that you take your work seriously and are interested in keeping your skills honed. Joining also gives you a chance to network with your peers, and develop leadership skills. There is so much more to V.A.L.U.E. than participating in bids. Please consider joining the monthly Planning Committee meetings, you are always welcome.

*A circuit preacher and his young son traveled the countryside on horseback. When they approached a small town the preacher would offer to preach a sermon at the small church in exchange for what the congregation could afford to pay. At one such small church, the preacher and his son entered the church and the preacher casually threw a quarter into the poor box. After a fine sermon, one of the congregation stood and thanked the preacher and said, "We're a small church and we can afford to pay you only what's in the poor box." He opened the box and dropped the contents into the preacher's hand...a quarter. As the preacher and his son were riding away, the preacher was grumbling about the meager pay. The son listened for a bit and said "Dad, if you wanted more out, why didn't you put more in?"*

We always get out of life, and our job pretty much what we put into it! Why not make it really pay-off by attending our monthly meetings.

Sincerely,  
Robert Barwick  
City of West Allis  
Chairperson of V.A.L.U.E. in Local Government

## \*\*\* NEW EDUCATIONAL OPPORTUNITIES \*\*\*

**Upcoming NIGP Webinars**

V.A.L.U.E. encourages you to refresh your purchasing skills by attending the following continuing educational opportunities. Each webinar session has a cost to you of only \$25.00. Please call Barb Weller at 414-302-8300 if you are interested in any of these sessions. For more information on each webinar, please go to the following NIGP web site: <http://www.nigp.org/educate/outline/Webinar.htm>.

- ▶ The Art Form of Specification Writing  
March 9, 2006  
To be held at: Milwaukee County Transit  
1942 N. 17th Street  
Milwaukee, WI 53205  
12 noon - 1:30 p.m.
- ▶ Preparing for the CPPO Oral - What to expect  
March 28, 2006
- ▶ How to Incorporate Responsible Green Procurement  
April 4, 2006
- ▶ Developing Effective RFP Evaluation Criteria  
June 1, 2006
- ▶ Effective Specification Writing - New approaches!  
Better outcomes!  
August 22-31, 2006



V.A.L.U.E. would like to welcome the following agencies that have joined our organization since June 2005:

**City of Appleton** - Jeffrey Fait  
**Arrowhead School District**, Hartland - Steve Kopecky,  
 Sharon Hoerter, & Kevin Lipscomb  
**Town of Burlington** - Diane Baumeister & Richard Gruenert  
**Chippewa Valley Technical College**, Eau Claire - Doug Dekan, Douglas Olson & Sandy Gray  
**Village of Eagle** - Steve Deegan & Russ Ehlers  
**Gateway Technical College**, Kenosha - Charmayne Horton & Mark Zlevor  
**Mid-State Technical College**, Wisconsin Rapids - Edward Bushman, Dorothy Bulkow, Joan Rucinski & Kay Steege  
**Mukwonago Area School District** - Darren Clark, Judy Anderson & Edna Stevens  
**Oak Creek-Franklin Jr. School District** - Cathy Cramer & Nancy Kortes  
**Oconto County** - Kevin Hamann  
**Shawano County** - Mary Hagen

Barb Weller  
 City of West Allis

**ISM Satellite Seminars**

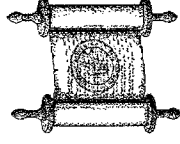
A series of seminars, presented by ISM and NAPM-Milwaukee, and hosted by Quad Graphics in Sussex, have made the following satellite seminars available to V.A.L.U.E. in Local Government members. Each seminar is designed for all levels of supply management professionals. The registration fee is \$75.00 each, or \$50.00 each if you are an ISM member. The seminars start at 9:00am and finish at 1:30pm. A boxed lunch is included. You can register for these events by going to <http://www.napmmilwaukee.com/>. If you have an interest in attending or have any further questions, please call **Robert Barwick, City of West Allis, 414-302-8303**.

**Risk and Change Management: Surviving in a Dynamic Business Environment**  
**Thursday, April 20, 2006**

The constant change in technology and the expanding global economy demand more sophisticated ways to mitigate and reduce potential conflicts. Gain a thorough understanding of how to manage risk and prepare for change. Know what to do when conflicts arise and how to ensure security. The discussion includes other supporting topics.

**Buying Travel, Energy and Other Services**  
**Thursday, June 8, 2006**

This satellite seminar explores the role of supply managers in the services spend. Previously managed outside the supply organization, more and more supply managers are responsible for the purchase of travel, energy and other services. Knowledge of each unique service area is critical for supply's successful contribution. Find out how you can become proactive in demonstrating your knowledge using sound supply management strategies.

**VOTE ON BYLAW CHANGES**

The V.A.L.U.E. Planning Committee determined that the original bylaws of our organization needed to be updated to meet our current needs. There will be a vote on the acceptance of the new proposed bylaws at our annual meeting on March 29, 2006. The proposed bylaws can be viewed at our website [www.value4gov.org](http://www.value4gov.org). Please go to the News/Meetings section.

Robert Barwick  
 City of West Allis

**V.A.L.U.E. IN LOCAL GOVERNMENT**  
**ANNUAL MEETING REGISTRATION FORM**  
**MARCH 29, 2006**

**MAGGIANO'S LITTLE ITALY RESTAURANT**  
**2500 N. Mayfair Road**  
**(Limited seating - please register early)**

Registration fee of \$25.00 includes an Italian lunch with salads, chicken rigatoni, lasagna, and desserts.

Name: \_\_\_\_\_

Agency: \_\_\_\_\_

E-mail: \_\_\_\_\_

Mail registration form with check payable to **V.A.L.U.E. in Local Government** to:  
Jean Kienzle  
School District of Elmbrook  
PO Box 1830  
Brookfield, WI 53008-1830

**Registration deadline is March 20, 2006.**  
No phone, fax or e-mail registrations and no refunds - your check is your receipt.

**If you can not attend this meeting, please let us know why and fax this page to 414-302-8321.**

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**MONTHLY PLANNING  
MEETING SCHEDULE**

April 27 ..... Elmbrook Schools  
 May 24 ..... Waukesha County  
 June 21 ..... Milwaukee County

**Planning Committee:**

Robert Barwick..... City of West Allis  
 Jim Bembenek..... City of Wauwatosa  
 Barbara Betlej ..... Milw Cty Transit System  
 Pinky Buford.....Milwaukee County  
 Vera Butts ..... Social Dev Commission  
 Susan Connelly..... Waukesha County  
 Jason Cowan..... Milwaukee Public Schools  
 Laurie Dudley ..... Waukesha Schools  
 JoAnne Jacobson ..... Pt Wash/Saukville Schools  
 Lee Johnson..... Retired - City of West Allis  
 Diane Kelly..... Racine County  
 Jean Kienzle..... Elmbrook Schools  
 Bill Kurer..... Washington County  
 Victoria Nash..... WCTC  
 Janine Wilant ..... City of Milwaukee

**Webmaster:**

Chris Hubbard

**Membership:**

Jean Kienzle..... Elmbrook Schools

**Newsletter Editor/Publisher:**

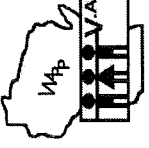
Barb Weller ..... City of West Allis

**WEBSITES**

V.A.L.U.E. in Local Government  
[www.value4gov.org](http://www.value4gov.org)  
 Wisconsin Association of Public Purchasers  
[www.wapp.org](http://www.wapp.org)  
 National Institute of Governmental  
 Purchasing, Inc.  
[www.nigpp.org](http://www.nigpp.org)  
 Vendornet  
[vendornet.state.wi.us](http://vendornet.state.wi.us)  
 V.A.L.U.E. Membership Information  
 Send agency / member corrections or  
 additions to:  
[bweller@ci.west-allis.wi.us](mailto:bweller@ci.west-allis.wi.us)  
 414-302-8321 (fax)

**2006 BID CALENDAR**

Air Conditioning Unit Filters ..... MPS  
 Ammunition ..... Waukesha Cty  
 Batteries..... Waukesha Cty  
 Copy/Computer Paper ..... Elmbrook Schools  
 Crack Filler ..... City of West Allis  
 Electronic Recycling ..... Village of Brown Deer  
 EMS Supplies ..... Open  
 Gasoline, Fuel Oil,  
 Diesel Fuel..... Waukesha Cty  
 Janitorial Paper Products..... Waukesha Cty  
 Light Trucks/Automobiles ..... Waukesha Cty  
 Liquid Calc. Chloride, Bagged  
 De-Icing Chemicals, Water  
 Softener Chemicals..... Waukesha Cty  
 Office Supplies..... Waukesha Cty  
 Plow Blades..... Waukesha Cty  
 Procurement Card..... Waukesha Cty  
 Repair Clamps..... City of West Allis  
 Sign Blanks/Post..... City of Milwaukee  
 Squads ..... Waukesha Cty



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**PO Box 14611  
 West Allis, WI 53214**